

Wood Recovery Workshop & Demo

Program to Help Businesses Increase Profits with Wood Waste Conversion

The Virginia Department of Business Assistance, together with Dabney S. Lancaster Community College, Virginia Department of Forestry, New River-Highlands Resource Conservation & Development Council, and Auburn Machinery, will host a Wood Recovery Technology Demonstration & Workshop. The workshop will be held at Dabney S. Lancaster Community College in Clifton Forge on June 8.

One of the leading manufacturers of wood conversion equipment, Auburn Machinery, will demonstrate its equipment and provide **solutions** for recovering and recycling solid wood fiber materials. In addition, DBA will explain a **new financing strategy**, a 3% interest loan that will allow companies to finance wood recovery technology equipment. DBA will also discuss its marketing services, including a free business-to-business web site. Virginia Tech's Center for Forest Products will present **niche marketing strategies** to enable firms to convert waste wood into saleable product with higher profit margins. The Virginia

Wood Recovery Technology Demonstration & Workshop

June 8, 2001

Dabney S. Lancaster
Community College
Clifton Forge, VA
9:00 a.m. - 4:15 p.m.
Free

Department of Forestry will present its **new wood residue database** and information on the latest growth and drainage surveys in Virginia. Dabney Lancaster Community College will present wood technology **training** available to meet workforce development needs and demonstrate its own mini-kiln and training sawmill.

Call DBA at (804) 371-0488 or email bvassey@dba.state.va.us by June 6 if you are interested in attending.



Business Appreciation Week 2001 Results in a Huge Success!

In its seventh annual celebration, Business Appreciation Week 2001 was a huge success! This year, localities hosted a wide variety of events, from breakfasts, receptions, luncheons, and dinners, to golf tournaments and hospitality tents at car and horse races. These events demonstrate a significant increase in the creativity and quality of recognition activities through which Virginia's localities celebrate existing businesses. DBA would like to thank all of the coordinators of the local celebrations across the state. It is only through their hard work that Business Appreciation Week has become such an annual success.



May 13 - 19, 2001

Hats off to Will Vehrs, Business Services Manager at DBA, who criss-crossed the state to attend eight Business Appreciation Week events. Kudos also go to the City of Poquoson, a first time Business Appreciation Week celebrator. Poquoson's Community Relations & Events Office compiled the first-ever city-wide Business Directory for distribution to all city households. The directory was mailed

during Business Appreciation Week in honor and support of Poquoson businesses. As part of the information-gathering process, local businesses completed a survey, which will be used to enhance support of Poquoson businesses in the future.

Next year's Business Appreciation Week has designated as May 12-18, 2002. If you would like to know more about the week or become more involved in planning an event next year, please contact DBA at (804) 371-0371 or dmelvin@dba.state.va.us.

Statewide Energy Seminars

At its June 6 Virginia Economic Development Seminar, DBA will focus on the topic of **Electricity Deregulation in Virginia**. Attendees will hear from some of the key players in the electricity deregulation process in Virginia.

If you are unable to make it, please visit the "Virginia Economic Development Seminars" section off of the "Events" page on our web site. Speakers' bios and summaries of their presentations will be available after the event. For more information on this event, call DBA at (804) 371-0371, email dmelvin@dba.state.va.us, or find registration materials online at **WWW.DBA.STATE.VA.US**.

Second Chance

Missed DBA's seminar, but still interested in the topic of energy use? Versar Greenwood is hosting an **Energy Seminar** on Tuesday, **July 10**, from 9 a.m. - 2 p.m. at the Virginia Commonwealth University School of Engineering in **Richmond**.



The seminar, cosponsored by DBA, the VA Department of Mines, Minerals, and Energy, and SRS, will feature industry trends and changes, alternative fuels, information you can use in today's energy market, and managing your energy use. RSVP by July 2 to James Kaltenschnee at (757) 253-1620 or jamesk@v-ginc.com or to Greg Kelly at gregk@v-ginc.com.

News from the Financial Services Division

VSBFA Makes Enhancements to Two Business Financing Programs

Environmental Compliance Assistance Fund and Child Day Care Program Loans Increase 100%

The maximum loan amount available from the **Small Business Environmental Compliance Assistance Fund (ECAF)** has increased **from \$50,000 to \$100,000**. The fund is designed to help Virginia businesses meet environmental requirements or improve their environmental performance. The ECAF is available to all Virginia businesses to finance the purchase of equipment to comply with the federal Clean Air Act, equipment to implement voluntary pollution prevention measures, or equipment or structures to implement agricultural best management practices. The Department of Environmental Quality provides the funding for the program, and DBA administers the loans through its Financial Services division and the Virginia Small Business Financing Authority. The first loan was issued in September 2000 to a dry cleaner that purchased low-emission equipment. Since then, Virginia has lent a total of \$309,704 to seven businesses.

The maximum loan amounts available from the **Child Day Care Financing Program** have also increased. Child Day Centers can now access up to **\$50,000**, up from the \$25,000 previously available. Family Home Providers can now obtain up to **\$5,000** with financing terms up to 5 years. Before the enhancement they could access \$3,000 with terms limited to 3 years. The increased maximums and extended terms are in response to the increasing cost of the equipment since the program was instituted and the needs of the child care community. The program is designed to assist Virginia child day care providers in obtaining financing for fixed asset needs. The Department of Social Services provides the funding for the program, and DBA administers the loans through its Financial Services division and the Virginia Small Business Financing Authority. Since 1993 this program has made approximately 230 loans providing about \$2.4 million in financing assistance.

For additional information on either program, contact DBA at (804) 371-8254 or bcarter@dba.state.va.us.

Small Business Environmental Compliance Assistance Fund

- ◆ Direct loans up to \$100,000
- ◆ Interest rate fixed at 3%
- ◆ Financing up to 10 years
- ◆ Examples of eligible uses include purchase of:
 - high-volume, low-pressure spray guns
 - dry cleaning machines
 - alternative curing technologies
 - ultrasonic cleaning equipment to replace solvent systems
 - agricultural BMPs such as soil and water quality enhancement projects

Child Day Care Financing Program

- ◆ Direct loans up to \$5,000 or \$50,000
- ◆ Interest rate of Wall Street Journal prime minus 3% (fixed at closing)
- ◆ Financing up to 5 years
- ◆ Examples of eligible uses include purchase of:
 - playground equipment
 - equipment of infant care
 - fencing
 - transportation vehicles
 - improvements to comply with health, safety or fire codes



P.O. Box 446
Richmond, VA 23218-0446



Help us cut costs! Please let us know if you would be willing to receive this newsletter electronically or would like to be removed from the mailing list. Email dmelvin@dba.state.va.us or call (804) 371-0371.

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